

Figure 3.12-t
Annual administrative fee charged by institutionally related foundations

| | Total Institutions | Private College/ University Endowment | Public College, University, or System Fund | Institutionally Related Foundation (IRF) | Combined Endowment/ Foundation | Others |
|------------------------|--------------------|---|--|--|--------------------------------------|--------|
| Total Institutions | 705 | 433 | 94 | 137 | 36 | 5 |
| Responded Institutions | 134 | 0 | 0 | 134 | 0 | 0 |
| Minimum Annual Fee | 0.25 | | | 0.25 | | |
| Median Annual Fee | 1.25 | | | 1.25 | | |
| Maximum Annual Fee | 3.60 | | | 3.60 | | |

Figure 3.13-t
One-time new gift fee charged by institutionally related foundations

| | Total Institutions | Private College/ University Endowment | Public College, University, or System Fund | Institutionally Related Foundation (IRF) | Combined Endowment/ Foundation | Others |
|------------------------|--------------------|---|--|--|--------------------------------------|--------|
| Total Institutions | 705 | 433 | 94 | 137 | 36 | 5 |
| Responded Institutions | 132 | 0 | 0 | 132 | 0 | 0 |
| Minimum one-time fee | 1.00 | | | 1.00 | | |
| Median one-time fee | 5.00 | | | 5.00 | | |
| Maximum one-time fee | 10.00 | | | 10.00 | | |

UNA FOUNDATION
Analysis of Spend Rate and CPI vs. Portfolio Rate of Return

| Year Ending | Portfolio Rate Of Return | Spend Rate plus Admin Fee | CPI | Total Spend Plus CPI | Over (Under) |
|----------------|-----------------------------------|------------------------------------|-------|-------------------------------|-----------------|
| 12/31/2012 | 11.51% | 5.00% | 1.70% | 6.70% | 4.81% |
| 12/31/2013 | 15.54% | 5.00% | 1.40% | 6.40% | 9.14% |
| 12/31/2014 | 3.40% | 5.00% | 0.70% | 5.70% | -2.30% |
| 12/31/2015 | -2.30% | 5.00% | 0.80% | 5.80% | -8.10% |
| 12/31/2016 | 6.60% | 5.00% | 1.90% | 6.90% | -0.30% |
| 12/31/2017 | 11.10% | 5.00% | 2.00% | 7.00% | 4.10% |
| 12/31/2018 | -1.80% | 5.00% | 2.00% | 7.00% | -8.80% |
| 12/31/2019 | 8.22% | 5.00% | 2.20% | 7.20% | 1.02% |
| 12/31/2020 | 12.14% | 5.00% | 1.20% | 6.20% | 5.94% |
| 9/30/2021 | 9.73% | 5.00% | 4.40% | 9.40% | 0.33% |

UNA FOUNDATION
Range of Gift Administrative Fees

Endowment Administrative Fee

| | | | | |
|-------------------|------------|------------|------------|------------|
| Range of Fees | 1.00% | 1.50% | 1.75% | 2.00% |
| Annual Assessment | \$ 367,000 | \$ 550,000 | \$ 642,250 | \$ 734,000 |
| Increase | | \$ 183,500 | \$ 275,250 | \$ 367,000 |

Other Gift Administrative Fee

| | | | | |
|-------------------|-----------|-----------|-----------|-----------|
| Range of Fees | 2.00% | 2.50% | 3.00% | 3.50% |
| Annual Assessment | \$ 40,000 | \$ 50,000 | \$ 60,000 | \$ 70,000 |
| Increase | | \$ 10,000 | \$ 20,000 | \$ 30,000 |